

US EXECUTIVE APPROVAL FORM

CUSTOMER NAME: Tektronix**PARTNER/VAD NAME: N/A****SECTION I - Approval Requests:****New 5/30 3 renewal years at 0****approvedHQAPP Requests:**

1. 84% discount (Store 25% plus 59% for New Licenses) (16% above previous approval of 68%)

Note : deal has grown approx \$100k net L., also see additional justification below..

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Tier 1 Requests:

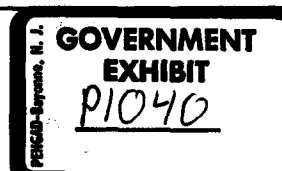
2. Price Hold on Advance Supply Chain Planning (E-business Add On) at 60% for 2 years
3. Support Cap – Initial year, plus two renewal

TIER 1 Requests: none**TIER 2/3 Requests: none****Previously approved requests (include date of approval):**

1. 68% discount (Store 25% plus 43%) for New and Migrated licenses - e-bus suite.
2. Price Hold on licensed products up to 2 years 50%, Store (25%) plus 25%, min purchase \$100k.

SECTION II – Deal Summary:

Deal Summary				
Programs	E-business Suite Professional User	397	Full Use	Named User
	E-business Suite Employee User	1637	Full Use	Employee
	Supply Chain Intelligence	10	Full Use	Application User
	Recruitment	4200	Full Use	Person
License Discount	Store 25% plus 59% for New Applications - Net 84%			
Support Discount	Store 25% plus 59% for New Applications - Net 84%			
Comp & Admin Discount				
Phased Implementation for Comp & Admin?	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO			
Subset of Users	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO			
Support Options/Holds	Support Cap – Initial year, plus two renewal HQAPP			
Price Holds	1. Price Hold on Advanced supply Chain (E-business Add On) at 60% for two years			
List License	\$2,492,750			



List Support	\$548,405 New License
List Comp & Admin	N/A
Net License	Net License \$398,840 New License \$239,192 Upgrade Fees, \$40,914 Migration Fees = Net License \$678,946
Net Support	\$475,966
Net Comp & Admin	N/A
Net Total Price	\$1,154,913
Price List Used	Feb-10-03

Customer History - Existing Price Holds	
Existing contractual discount (price hold)	N/A
Date of Price List for price hold	N/A
When does price hold expire?	N/A
Price hold program categories (database, server, crp, crm, hr/payroll, app suite)	N/A
Name of Agreement if applicable	N/A

SECTION III – New Justification:

This deal as approved is not going to fly. JDE and Siebel has put together a last ditch effort to steal Tektronix as a customer. The blend of consulting and (mostly JDE's) pricing on Manufacturing, has made Tek believe this as a viable alternative. The COO still wants the executives to consider Oracle, but he has a bad taste in his mouth from several past Q4 events with Oracle (OPI) offering 2 for 1 exchange for their 660 Concurrent Users on previous migration offers (One proposal Tektronix actually agreed upon only to be turned down by Oracle at the 11th hour) Because of this, the COO is insisting on a 2 for 1 exchange if Tektronix is going to surrender their 660 Concurrent user licenses and stay with Oracle.

We are requesting approval 16 additional points to the previously approved 68% (Net 84%)discount for additional licenses to satisfy the COO's 2 for 1 exchange- Total - additional 397 Professional, 1637 Employee, 10 Application User SupplyChain Planning Intelligence, and 4200 iRecruitment Users at a 84% HQAPP Also requesting 2 year price hold on Advanced Supply Chain Planning at 60%, Support Cap – Initial year, pus 2 years at 0%.

Additonal background -A 2 for 1 exchange for Their Concurrent users (660) would eliminate Tektronix of the Concurrent User metric. Tektronix has a global operation, and is planning to move new users from Manufacturing plants around the globe to the 660 Concurrent user metric (No new revenue to Oracle). The fear of many of the Executives is, 1000 Professional users would put Tek quickly out of compliance. The reality is, if we could get Tektronix to the E-business Suite, Oracle would realize quicker revenue opportunities by education and awareness of the E-business Suite, eliminate best of Siebel and JDE, that could sneak in via department budgets, and keep Tektronix from "pushing" new users into the 660 Concurrent model for ERPonly. The price holds are incentive for Tek to buy targeted applications outside of the E-business Suite. Tek has a consistent history of purchasing applications within pricehold periods. We have been told ifwe could deliver this deal (satisfying the 2 for 1 requirement), Tektronix would move forward in Q4.

Tektronix has in recent years received huge (80%) discounts on two similar sized transactions, and a recently expired price hold (expired Feb 02' was 70%), so they have been given 70% and 80% on transactions the last 3 years, so based on these previous offers, there has been a higher expectation of what a "great deal" is from Oracle to save Tektronix. (This account previously handled by OPI).

Previous Justification -

Tektronix, Inc. manufactures, markets and services, test measurement and monitoring solutions to a wide variety of customers in many industries, including computing, communications, semiconductors, broadcast, education, government, military/aerospace, automotive and consumer electronics. Tektronix is an \$840 Million company based in Beaverton Oregon.

for many years. Although they have added some Oracle content such as HR recently, they have struggled with the further use of Oracle in their core manufacturing systems and for their complex CRM requirements. They have actually held the manufacturing licenses for several years, and been paying support on them but have not implemented due to major functionality gaps discovered in conference room pilots. Currently Tek is still using QAD for manufacturing in production while paying for support on Oracle MFG. This is a significant customer satisfaction issue at Tektronix. Only recently, in the latest 11i releases has the functionality been delivered that they need for a viable Mfg. Solution, even though they bought the licenses four years ago. Further, they have been very disappointed in the quality and stability of 11i in the pilots they have run under 11.5.1, 11.5.3 and 11.5.4.

In addition, Tektronix has gone through dramatic changes in the last two years. Over the past 2 years Tektronix has divested several businesses and downsized considerably. Due to Tektronix paying for Oracle support on a large number of licenses they are not using, as well as significant dissatisfaction with early Oracle Mfg. and CRM functionality (11.03) and early 11i quality, Tek has been looking very seriously at several best of breed approaches for certain key parts of their business. These issues have mushroomed into a strong "anti Oracle" campaign at Tek among the Mfg and CRM user communities. The IT organization is still pro Oracle, but has lost the confidence of the user communities and is fighting against strong anti Oracle momentum and aggressive price competition.

We are now competing head to head against Siebel for the CRM components including Service, Sales, and Marketing. Tektronix has very complex requirements in these CRM areas and although our recent CRM functionality is adequate, it is certainly not superior to Siebel, and in several areas it is less functional than Siebel. They are currently running QAD for manufacturing in their main manufacturing facility in the US as they have been disappointed with the Oracle functionality, and are considering JD Edwards very strongly for global manufacturing.

If we are not successful in this offer, Tektronix will follow a "best of breed" approach using Siebel for CRM, JDE for Manufacturing, and Oracle only for Financials and Order Management.

We are proposing, as a customer saving measure, a migration to the e-business suite (2002). The migration to the eBusiness suite would provide the appropriate license model and allow us to compete effectively against Siebel and JDE. We can leverage their existing investment in Oracle Licenses and move them to the suite model at a price point that is competitive with the offerings from Siebel and JDE. We have been proposing the eBusiness Suite model since December and have quoted the customer under the old suite (2002), and therefore we must stay with this model in order to make the ROI model work that Tektronix has developed over the last three months.

This consolidated contract would allow us to eliminate the best of breed competitors, while maintaining Oracle as the long-term applications solution for Tektronix. With this deal Tek would finally replace QAD for manufacturing once and for all, which has always been a blemish on Oracle's record there. Further, we can defeat Siebel in the CRM arena, and keep them from gaining a foothold in one of the premier Oracle accounts in the Northwest, which would be a huge marketplace issue for us to deal with. We will also squash JDE's big push into Tek in the process.

Tektronix has in recent years received huge (80%) discounts on two similar sized transactions, and a recently expired price hold (expired Feb 02' was 70%), so they have been given 70% and 80% on transactions the last 3 years, so based on these previous offers, there has been a higher expectation of what a "great deal" is from Oracle to save Tektronix. (This account previously handled by OPI).

We are positioning this deal as a way to "save Oracle" as the preferred vendor of choice for Tektronix applications, and win the business for their CRM and core manufacturing, and their expectations are extremely high based on prior experience with Oracle discounts.

Tektronix had been offered in previous sales cycles in the last 3 years, a 2 to 1 ratio migration as a way to de-support their 660 Concurrent user licenses. This would entitle them to a total of 1320 professional users using the standard 2 to 1 migration ratio. Granted, this is more users than they currently need, but puts them in a strong negotiating position based on the value of their current licenses in a standard Oracle ratio migration. We have gotten Tektronix to accept a less than 1 to 1 ratio the way the net to net migration has worked, and they are willing to do this because of the value of the eBusiness Suite license, while at the same time paying us 678k for the eBusiness Suite Migration which is an amazing accomplishment in the current competitive climate at Tektronix.

Because of the very competitive landscape, and customer service issues, we are asking for a discount of Store + 43 (Net 68) for the migration, and a discount of store + 59 (Net 85) for New licenses, as a customer saving measure. The new licenses are needed to get the Employee counts accurate using the E-Business Suite metric.

Approval of this discount would allow us to bring in a \$678,946 net Applications License deal in Q4, defeat Siebel and JDE in this account, while bringing Tektronix back to a referenceable status.

We appreciate your support of this approach in one of our most important strategic accounts in the region.

Recommendation: *(leave blank for HQAPP to fill out)*

Submitted By: *(fill in rep name and AVP name here)*

Field RM name if submitted by OracleDirect:

R: *(leave blank for HQAPP to fill out)*

C:

L:

A:

BP:

PLEASE NOTE THAT HQAPP WILL NOT REVIEW ANYTHING BELOW AND NOTHING BELOW WAS CONSIDERED FOR THEIR APPROVAL. ONLY DETAILS IN THE REQUEST SECTION (SECTION I) ABOVE WERE CONSIDERED IN THE APPROVAL GRANTED.

SECTION V – Ordering Document Details

Instructions - Fill in all sections completely.

APPROVAL REQUIREMENTS - Refer to the Approval Matrix at <http://esource.oraclecorp.com>

PRICING REQUIREMENTS – Refer to Price List and Price List Supplement for minimums and prerequisites.

PRICING SPREADSHEET – Include a pricing spreadsheet showing all products, quantities, license types, pricing, and discounts. Indicate if discount for drafting contract differs from approved discount.

MIGRATIONS - If your deal contains a migration, you must submit a Migration Worksheet to the ELM (eBusiness License Migrations) team. Refer to <http://nafo.us.oracle.com> under the Contract Management tab and e-Business License Migrations header to download the spreadsheet and for additional information.

Note: All business approvals & quotes are valid through the quarter they were approved, unless a formal RFP or Tender requires a longer validity period.

General Information	
Contract requested by (insert date): After all approvals are obtained - Allow 24 hours for standard contracts and 48 hours for non-standard contracts.	May 27, 2003
Opportunity I.D. (OSO Number):	984277
Is this a ship order?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Deal Structure (indicate Direct, Pass-Through, Sublicense, or Trial License):	Direct
Is this deal the result of a compliance issue that LMS has been involved in?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Does deal contain new licenses with an <i>approved</i> non-supported license type (i.e. metric is not nor ever has been on Oracle's price list):	<input type="checkbox"/> Yes (specify non-supported license type and eBusiness license type used to determine conversion) <input checked="" type="checkbox"/> No
Quote Valid Through (insert date):	

Partner (insert name, if applicable)?	Margin or % of net license fees _____
VAD (insert name, if applicable)?	Margin or % of net license fees _____
PARTNER PAYMENT: If this is a direct deal, does it involve a Partner Referral Fee?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
If yes, specify payment type:	<input type="checkbox"/> Applications Affiliate Fee <input type="checkbox"/> ROP Fee (GB Use Only)
MIGRATIONS OR UPDATES:	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
PREMIUM SERVICES:	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
INCIDENT PACKS:	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
INTERNATIONAL: Requires an International Notification Form to be forwarded to your manager, contract specialist, and NASINFO or OGEHINFO.	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Payment Terms:	<input checked="" type="checkbox"/> Net 30 <input type="checkbox"/> Other (Specify) _____
Referenced Agreement:	<input checked="" type="checkbox"/> New OLSA <input type="checkbox"/> Other (Specify) _____

Customer and Administrative Information – all fields must be filled in	
Customer's EXACT Legal Name:	Tetronix Inc
Business Address:	14200 SW Karl Braun Drive P. O. Box 500
City / State / Zip:	Beaverton, OR 97077
Customer Contract Admin:	Mark Speight
Phone #:	503-627-4241
Fax #:	503-627-2203
E-mail ID:	Mark.w.speight@tek.com
Billing Contact:	Same
(Partner/VAD if Indirect):	
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
E-mail ID:	
Tax Status :	Exempt ____ (Need certificate for ship to state if not on Oracle's Tax Exemption Log)
	Non-Exempt ____
Shipping Contact:	Same
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
E-mail ID:	
Technical Support Contact:	Same
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
Email ID:	
Partner Name (Indirect):	N/A
Address:	
City / State / Zip:	
Contact Admin:	
Phone #:	
Fax #:	
E-mail ID:	

Education (EPPC)	
Education Prepaid Credit Amount:	\$ 0
Education Discount:	%
Education Revenue:	\$
Education Sales Rep:	

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PROCESSOR/NAMED USER PROGRAMS/COMPUTER PROGRAMS (REQUIRED INFORMATION)

Make and Operating System required for each program:

Make: HP UX

OS:

PROGRAMS:

E-business Suite Employee User	2900	Full Use	Employee
E-Business Suite Professional User	1300	Full Use	Employee
E-business Suite Electronic Orders	3100	Electronic	Orders

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Applications	
Will applications be modified:	Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>
Will users be accessing modified Apps from the web:	X Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>
Have all prerequisites been included:	Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>
Will users use Fast Forward RPM:	Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>
Will applications be hosted:	Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>
Indicate database that Apps will run on:	Oracle
Indicate CSI for existing prerequisite database and tools:	659751

Options not requiring HQAPP, Tier 1, or Tier 2 Approval	
(1)	
(2)	
(3)	
(4)	

Internal Administrative Information	
Applications Sales Manager	Shelby McPherson
Technology Sales Manager	Joe Kalizehchi
Account Manager	Shelby McPherson
OracleDirect Rep	Caryn Bliele
Education Sales Rep	
Support Renewals Rep	
Premium Support Rep	
Migrations Manager	Jennifer Pope
Is there a teaming agreement?	<input type="checkbox"/> Yes (if yes, list all appropriate reps) <input checked="" type="checkbox"/> No
Requester:	Name: <u>Shelby McPherson</u> Business Telephone: <u>425-990-2504-</u> Cell Phone: <u>206-910-8523</u>